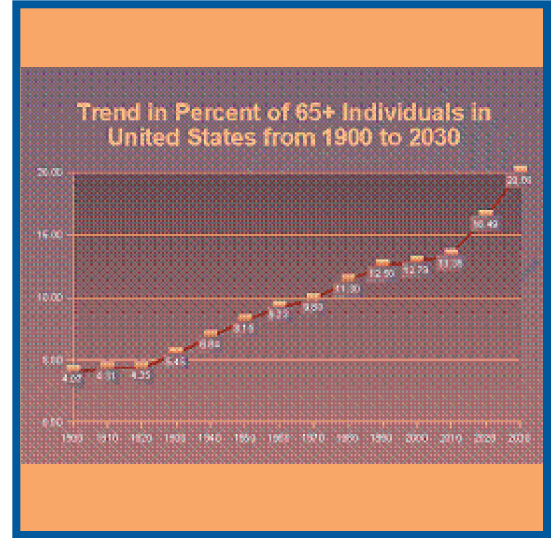




Senior, Retired Military and Veteran Population

EUL Vision:

Active adult community targeted to retired military and veteran population



Key Factors shaping this vision

- ❑ There are over one million veterans in the State of Michigan (retired service members and not just those seeing combat).
 - A significant percentage of these are eligible to live in senior housing or will be in the very near future, as they approach 65 years of age.
 - ✓ Over 50 percent are already 60 years old and older.
 - ✓ An additional 24.3 percent are in their 50's and on the cusp of retirement.
 - ✓ This distribution is expected to remain stable over the next few years, as only 2,429 veterans over the age of 50 (less than one percent of all veterans in Michigan) left the state in 2005.
- ❑ Almost six million people retired people, or 13 percent of the population of the Midwest Region (Michigan, Wisconsin, Ohio, Indiana and Illinois), is Civilian Veteran. Figures below include only those 65 years and older.



| State | Total | Veteran | Non-Veteran Retired Military |
|-------|-----------|-----------|------------------------------|
| MI | 1,219,232 | 322,527 | 896,705 |
| WI | 702,668 | 190,733 | 511,935 |
| OH | 1,508,095 | 423,226 | 1,084,869 |
| IN | 752,885 | 206,043 | 546,842 |
| IL | 1,498,929 | 390,976 | 1,107,953 |
| Total | 5,681,809 | 1,533,505 | 4,148,304 |



Key Factors shaping this vision (continued)

- ❑ Retired military and veterans seek community and camaraderie of a military base.
- ❑ Selfridge BX draws retired military shoppers from throughout Michigan and adjacent states.
- ❑ Selfridge ANG Base is one of the largest active military bases in the Midwest United States and the last remaining major military base in the State of Michigan.
- ❑ Selfridge takes pride in being one of only two military installations to have permanently assigned units from all five of the uniformed services.
- ❑ There is a significant Senior population in Macomb County and the Metropolitan Detroit area.
 - With 39 percent of all householders in Macomb County being 55 years or older, changing demographics will drive demand for active adult communities.



| 2006 Householders Age 55 and Over | |
|--------------------------------------|-------|
| Total U.S. Population | 37.3% |
| Michigan | 37.9% |
| Detroit-Warren-Livonia MSA | 37.7% |
| Macomb County | 39.0% |

Source: ESRI, June 2007

- Macomb County is relatively wealthier than other communities of the Detroit metropolitan area, but income growth will be slower in the future.



| Senior Population Macomb, Wayne & Oakland Counties | | | | | | | |
|---|--------|------------------|------------------------------------|-----------------|-----------------------------------|-------------------|-------------------------------------|
| | Total | Macomb County | % Macomb County versus US | Wayne County | % Wayne County versus US | Oakland County | % Oakland County versus US |
| % Pop. 65+ | 12.10% | 13.00% | 8.30% | 11.30% | -7.70% | 11.30% | 7.70% |
| % Pop. 55+ | 22.50% | 36.40% | 62.00% | 44.30% | 96.80% | 46.40% | 206.20% |

